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# Manufacturing Extension Partnership

National Institute of Standards and Technology

Roger D. Kilmer, Director



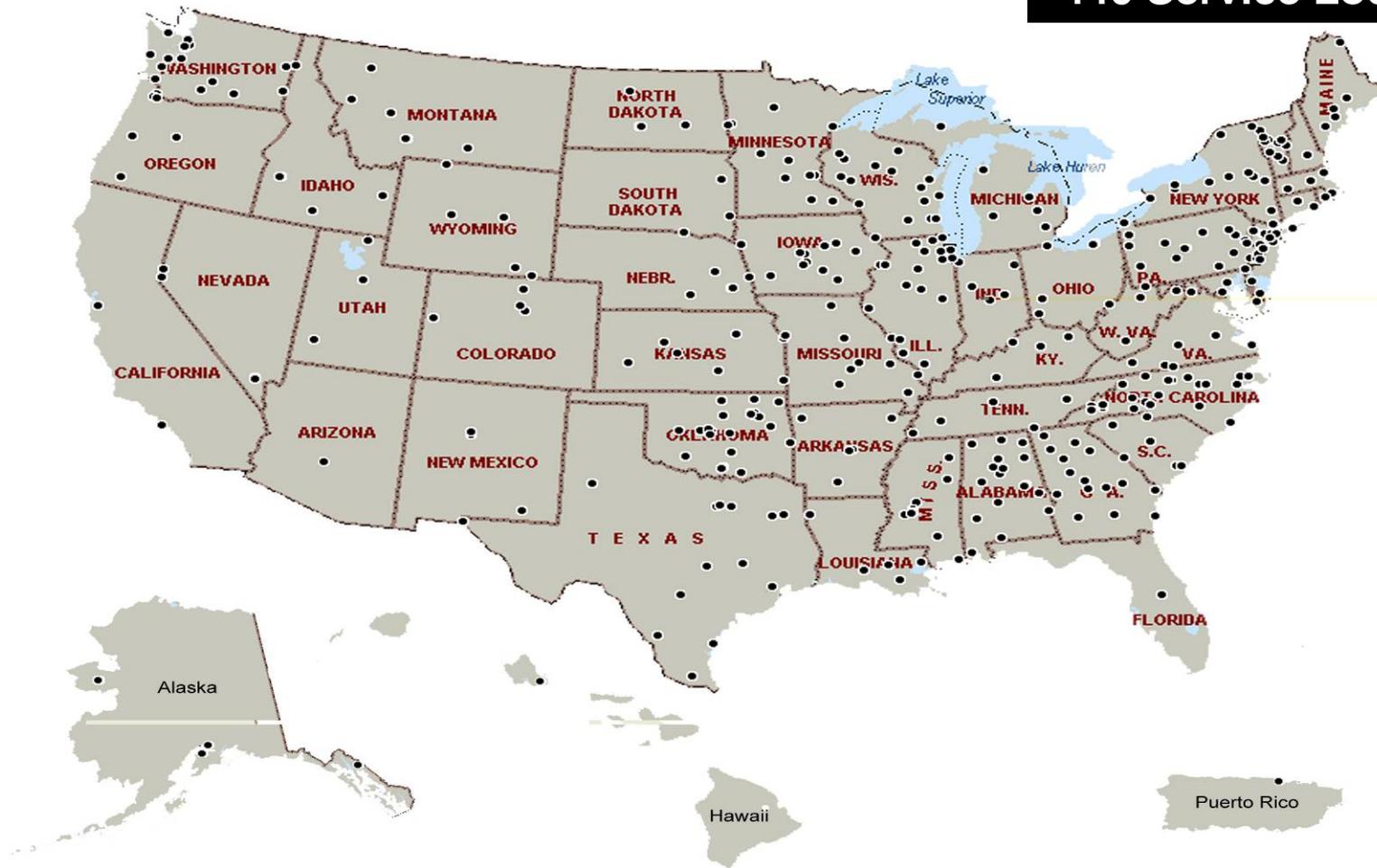
## The MEP Program in Short....

- Federal program created in 1988, with centers in all 50 states by 1996 selected competitively. Reauthorized in America Competes Act.
- Mission – “To strengthen the global competitiveness of US-based manufacturing by providing information, decision support, and implementation of innovative approaches focused on leveraging technologies, techniques, and business best practices.”
- 59 centers with ~ 440 field locations
  - System wide, Non-Federal staff is ~ 1,600
  - Contracting with over 3,000 third party service providers
- Partnership Model – Federal/State/Industry
- MEP System budget ~ \$300M
  - 1/3 Federal, ~1/3 State and ~1/3 Industry (fees for services)
- Program started because of “market failures” in terms of access to information, technical expertise and cost – particularly for small manufacturers.
- Emphasis on performance – program and center – measured based upon impact of center services on client firms.

# MEP Office Locations

[www.mep.nist.gov](http://www.mep.nist.gov) – or – 800-MEP-4MFG

59 “Centers”  
1600 Field Staff  
440 Service Locations



## What MEP Does

- Focus on meeting manufacturer's short term needs, but in context of overall company strategy
- MEP Center areas of common strength
  - Engineering Services for products and processes
  - Growth Services – new or expanded market opportunities
  - Lean Manufacturing
  - Quality Systems
  - Environmental Services
  - Workforce Development
- Over 27,000 manufacturing client interactions (projects, workshops, etc.) annually\*

\*Based on FY2007 MEP Center reported performance data.

## Client Impacts Resulting from MEP Services

■ New Sales	\$3.11 Billion
■ Retained Sales	\$3.65 Billion
■ Capital Investment	\$1.65 Billion
■ Cost Savings	\$1.115 Billion
■ Jobs Created and Retained	52,585

FY 2006 economic impact results are based on a survey of 4,959 MEP clients out of 5,384 attempted.

## What we all know - *Manufacturing is changing!*

- Globalization is here to stay, and most U.S. manufacturing firms must adapt to increasing competition.
- Innovation (product, process, service and business model) will be critical for enterprise survival and must be managed at several levels.
- Supply chains are becoming more global, more exclusive, and more competitive.
- Technology advances will continue to be both incremental and disruptive. Unfortunately, adoption rates at smaller firms still lag those of larger ones.



# Expanding Manufacturing's Growth Potential

## Business Growth Opportunities

New Sales – Redefining yourself to the customer

New Markets – International Opportunities

New Products – Technology Deployment

## Process Improvements

*Built on a Strong Foundation ...*

# Why Deploy Technology?

- **MEP 20/20+ Vision for Manufacturers**
  - Take 20% off bottom line expenses through Lean, Quality, other programs targeting plant efficiencies
  - Add 20% to top line sales through Eureka! Winning Ways and other growth services
  
- **Focus for Top Line Sales Increase:**
  1. New Sales
  2. New Markets
  3. New Products

20/20+ VISION FOR YOUR COMPANY IS WITHIN YOUR SIGHTS

Here's how to bring it into focus:

- Take 20% off your bottom line expenses through Lean, Quality and other programs that target plant efficiencies
- and
- Add 20% to your top line sales through Eureka! Winning Ways® and other growth services

+Only your local MEP specialists can help you plan, implement, and achieve this perfect balance. For more information, visit [www.mep.nist.gov](http://www.mep.nist.gov) or call 1-800-MEP-4MFG.

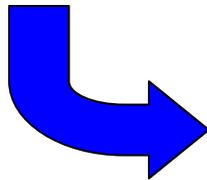
 MANUFACTURING EXTENSION PARTNERSHIP  
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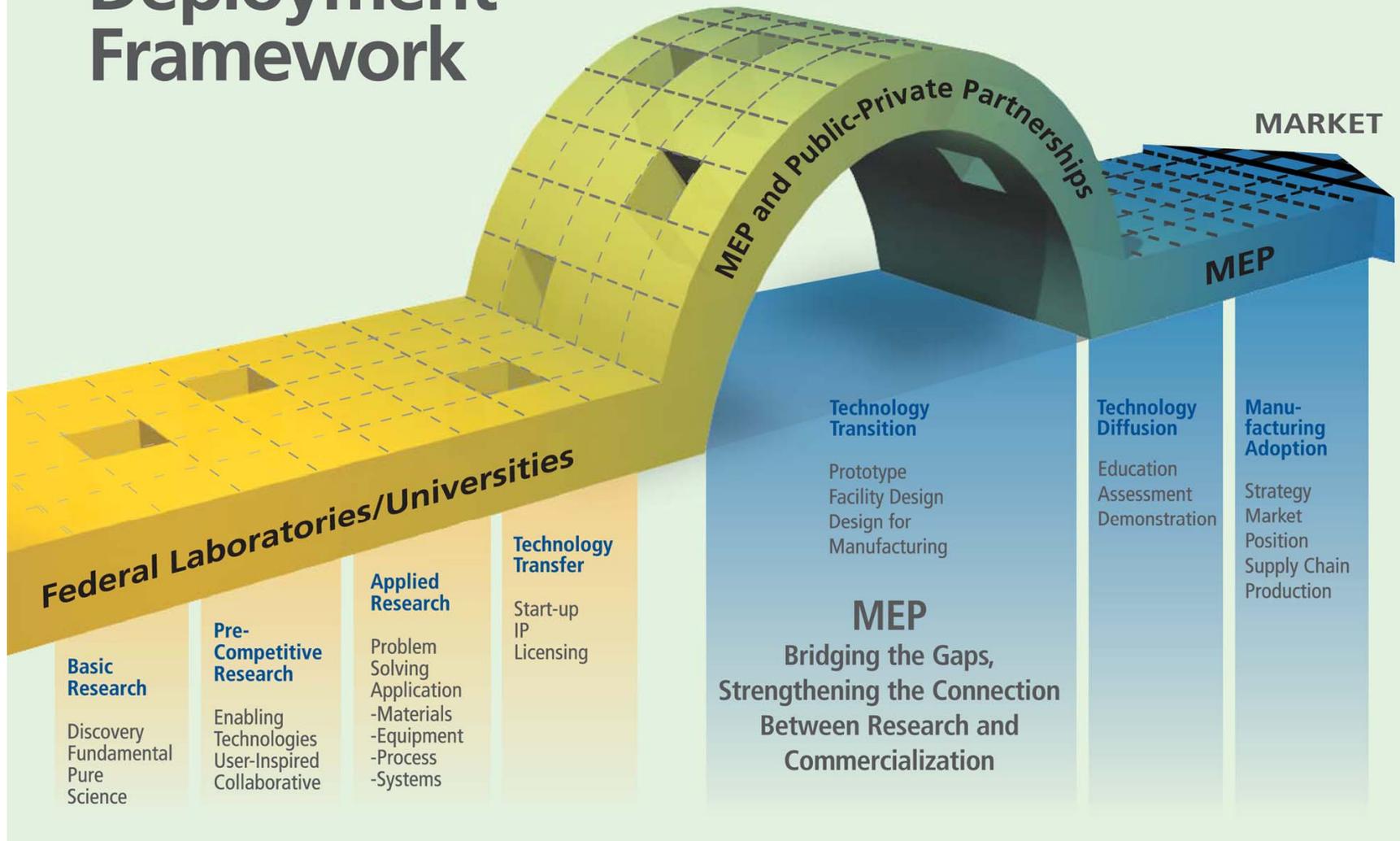
*TECHNOLOGY is critical to realizing these goals....*

.... critical to

**ACCELERATING MANUFACTURER GROWTH**

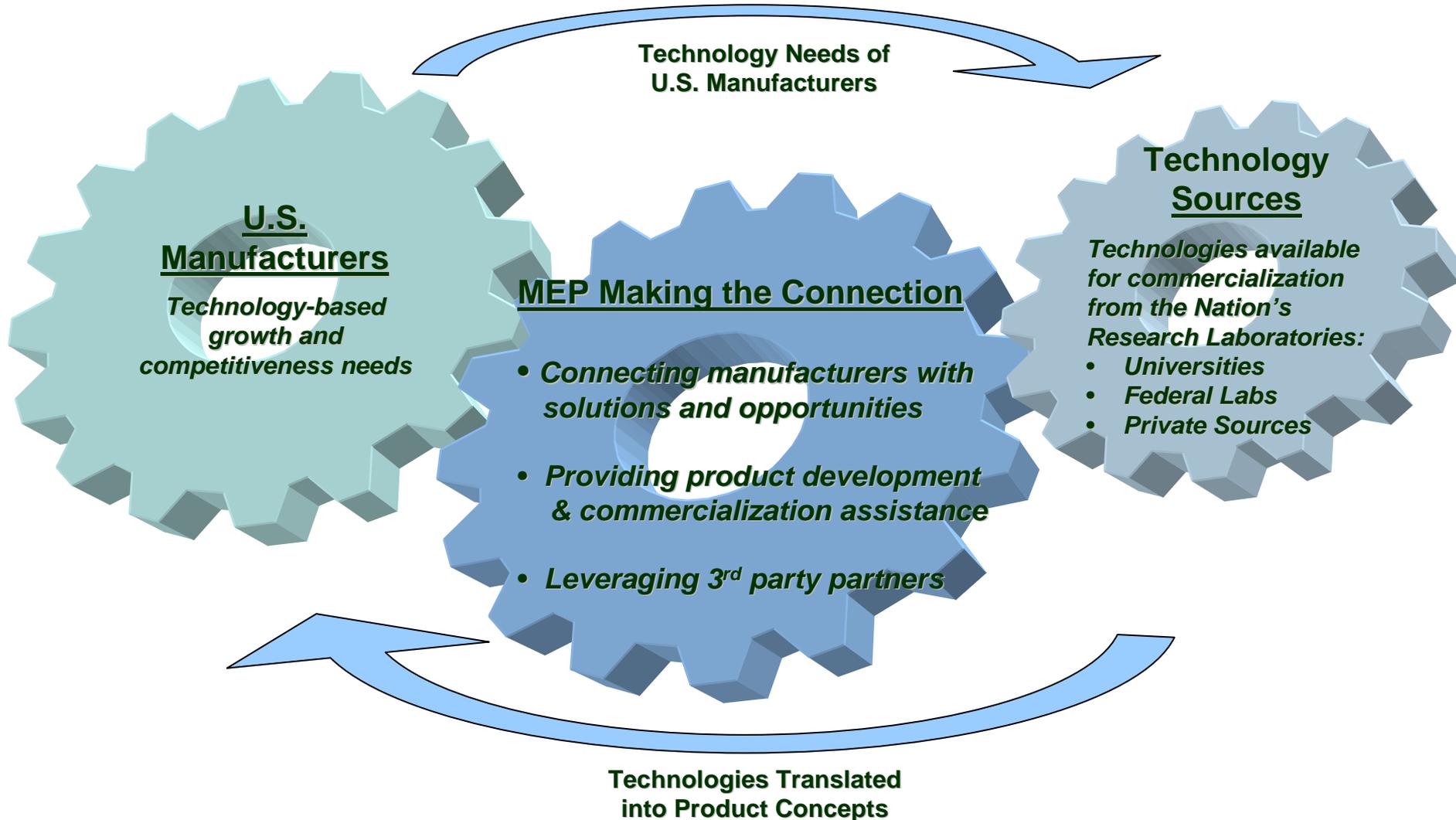


# Technology Deployment Framework



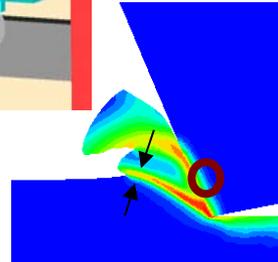
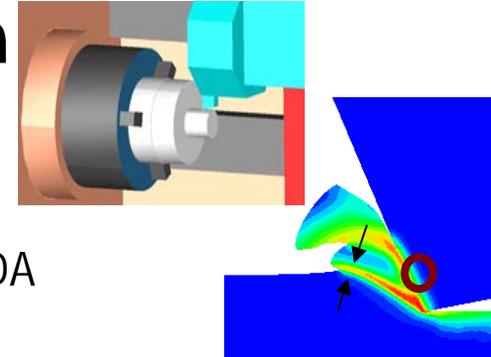
# MANUFACTURING EXTENSION PARTNERSHIP

## MEP Technology Deployment Approach

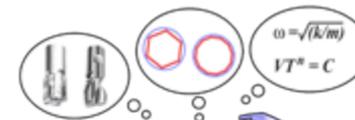


# NIST – MEP Technology Collaboration

## Smart Machining Systems



- TechSolve (MEP center in Cincinnati, OH) and NIST MEL initiated a CRADA in 2005 to co-develop & share information about in-situ measurement of cutting tool dynamics.
  - Collaborative design of two alternative technical approaches.
  - TechSolve did research on one approach and NIST MEL the alternative.
  - Shared results and data from both approaches.
  - Provided guidance for future commercial developments by TechSolve.
- NIST MEL continues collaboration as member of TechSolve's Smart Machine Technical Advisory Board, which oversees the National Smart Machine Platform Initiative (SMPI) activities.
  - *SMPI is an industry, government, academic program to develop enabling technologies to allow manufacturing equipment to make decisions based upon acquired knowledge and in turn produce a "first part correct" without unscheduled delays.*



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**Questions?**

